

# Comparisons of Job Characteristics

**Focus Occupation:** Securities, Commodities, and Financial Services Sales Agents (41-3031)  
**Associated Occupation:** Personal Financial Advisors (13-2052)

Compare Knowledge  
 Compare Skills  
 Compare Abilities  
 Compare Detailed Work Activities  
 Compare Tools and Technologies

|    |  |
|----|--|
| << | Focus occupation element is much lower             |
| <  | Focus occupation element is lower                  |
| 0  | Focus occupation element is at a similar level     |
| >  | Focus occupation element is at a higher level      |
| >> | Focus occupation element is at a much higher level |

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 98

**Focus Occupation:** Securities, Commodities, and Financial Services Sales Agents (41-3031)  
**Associated Occupation:** Personal Financial Advisors (13-2052)

| Associated Occupation's Key Knowledge Elements | Average Rating, All Occupations | Associated Occupation's Rating | Focus Occupation's Rating | Evaluation of Focus Occupation                            |
|--|---------------------------------|--------------------------------|---------------------------|---|
| Customer and Personal Service                  | 11.3                            | 15.8                           | 20.4                      | >> Current knowledge level is likely more than sufficient |
| Sales and Marketing                            | 5.2                             | 12.6                           | 15.1                      | > Current knowledge level is likely sufficient            |
| Economics and Accounting                       | 4.4                             | 12.4                           | 14.7                      | > Current knowledge level is likely sufficient            |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 96

**Focus Occupation:** Securities, Commodities, and Financial Services Sales Agents (41-3031)  
**Associated Occupation:** Personal Financial Advisors (13-2052)

| Associated Occupation's Key Skills Elements | Average Rating, All Occupations | Associated Occupation's Rating | Focus Occupation's Rating | Evaluation of Focus Occupation                                  |
|---|---------------------------------|--------------------------------|---------------------------|---|
| Speaking                                    | 10.8                            | 14.0                           | 14.4                      | 0 Current skill level may be sufficient                         |
| Critical Thinking                           | 10.8                            | 13.4                           | 14.5                      | 0 Current skill level may be sufficient                         |
| Judgment and Decision Making                | 9.4                             | 11.6                           | 12.2                      | 0 Current skill level may be sufficient                         |
| Service Orientation                         | 7.9                             | 11.2                           | 11.0                      | 0 Current skill level may be sufficient                         |
| Persuasion                                  | 7.4                             | 10.8                           | 14.2                      | >> Skill level is likely more than sufficient                   |
| Mathematics                                 | 6.2                             | 9.6                            | 8.2                       | < A higher skill level may be required                          |
| Operations Analysis                         | 5.0                             | 8.6                            | 6.1                       | << Extensive development of skills in this area may be required |
| Management of Financial Resources           | 3.3                             | 6.4                            | 5.0                       | < A higher skill level may be required                          |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

| Abilities  |                                 | Similarity of Focus Occupation to Associated Occupation: 96 |                           |                                |  |
|--|---------------------------------|---|---------------------------|--------------------------------|--|
| Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)<br>Associated Occupation: Personal Financial Advisors (13-2052) |                                 |   |                           |                                |  |
| Associated Occupation's Key Abilities Elements   | Average Rating, All Occupations | Associated Occupation's Rating                              | Focus Occupation's Rating | Evaluation of Focus Occupation |  |
| Oral Expression  | 12.4                            | 15.6  | 15.8                      | 0                              | Current ability level may be sufficient            |
| Oral Comprehension   | 12.5                            | 14.7  | 14.7                      | 0                              | Current ability level may be sufficient            |
| Number Facility  | 6.3                             | 13.9  | 9.3                       | <<                             | Extensive improvement in abilities may be required |
| Written Expression   | 9.8                             | 13.9  | 11.7                      | <                              | Some improvement in abilities may be required      |
| Deductive Reasoning  | 10.6                            | 13.6  | 13.8                      | 0                              | Current ability level may be sufficient            |
| Written Comprehension  | 11.0                            | 13.6  | 13.6                      | 0                              | Current ability level may be sufficient            |
| Mathematical Reasoning   | 6.3                             | 10.6  | 9.4                       | <                              | Some improvement in abilities may be required      |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

| Activities that Both Occupations Have in Common  |                         | Similarity of Focus Occupation to Associated Occupation: 83 |
|--|-------------------------|---|
| Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)<br>Associated Occupation: Personal Financial Advisors (13-2052) |                         |   |
| Work Activities  | Exclusivity of Activity |   |
| Advise clients on financial matters  | 77                      |   |
| Advise clients or customers  | 19                      |   |
| Analyze applicant's financial status   | 85                      |   |
| Analyze financial data   | 57                      |   |
| Complete information on loan forms   | 85                      |   |
| Compute financial data   | 53                      |   |
| Compute taxes  | 80                      |   |
| Interview customers  | 71                      |   |
| Maintain cooperative relationships with clients  | 89                      |   |
| Obtain information from individuals  | 24                      |   |
| Prepare reports  | 8                       |   |
| Provide customer service   | 14                      |   |

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus  
Occupation to Associated  
Occupation: 94

**Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)**  
**Associated Occupation: Personal Financial Advisors (13-2052)**

| Tools and Technologies   | Exclusivity |
|--|-------------|
| Calculating machines and accessories                             | 3           |
| Computers  | 1           |
| Content authoring and editing software                           | 1           |
| Data management and query software                               | 1           |
| Finance accounting and enterprise resource planning ERP software | 2           |
| Industry specific software                                       | 1           |
| Network applications software                                    | 1           |

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.